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## Japanese Iron and Steel

## Imports Set New Record

The importation of iron and steel into Japan made a new record in September, 1917, writes the American Commercial Attaché at Tokyo. In that month \$13,000,000 worth of the principal kinds of iron and steel were imported at the twenty leading ports, while in August the imports of all iron and steel at all Japanese ports amounted to less than \$10,000,000 in value.

Iron and steel bars, plates and sheets have displaced for the first time cotton in the imports into Japan from the United States. Together these items represent just two-thirds of all American goods purchased by Japan. During the eight months, January to August, 1917, the value of the imports of cotton into Japan from the United States was \$10,615,000, or 56 per cent of the total imports from the United States, while the value of the iron and steel bars, plates and sheets amounted to \$26,876,000, or 56 per cent of the imports from the United States.

## Finance - Economics

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Wednesday, October 31, 1917

A week ago it seemed that the liquidation which had carried stock prices down to the lowest levels of the year, and, in some cases, to the lowest levels for many years, had run its course. Apparently, it had only been suspended, for, since the beginning of this week, the market has been under constant pressure. Each day there has been a sharp decline, partially offset by rallies toward the close, but with the same net result, as was witnessed with monotonous regularity through the greater part of September and October; that is, a fractional net loss. Gauged by the averages, the day-to-day decline is unimportant; it is only by comparison over a considerable period that the extent of the slump can be realized. In the past two months, the average of fifteen high-grade stocks has dropped 12 points, while twelve representative industrials are off 9 points in the same period. Since the beginning of June the rails have lost about 18 points and the industrials nearly 20 points. At present quotations, the rails are 32 points below the level at which they stood at the beginning of 1914—which was, it may be recalled, a period of depression—and the average of industrials is a fraction lower than it was then, in spite of the fact that a number of the issues contained in the tabulation have profited hugely from war orders. Some persons are disposed to attribute the fall in stock prices to short selling, and that, no doubt, has been an important influence at times; but it is obvious that only real liquidation of tremendous volume could have caused such a drastic decline as has occurred. The principal point of uncertainty is as to the source of the selling. Much of the selling a few weeks ago was undoubtedly for the account of rich men, who, foreseeing the decline, got out from under by disposing of large blocks of their corporate security holdings and buying government bonds with the proceeds. Some of them frankly admit that they did so. Now, they say quite as frankly that they are not selling stocks at present, and do not intend to sell them at the prevailing price level. If that is true, then the liquidation must be coming from small holders throughout the country, because large institutions also deny that they are pressing securities for sale. But brokerage houses will tell you that the small holders are not selling in important volume, and in support of this statement they point to the fact that the balance of purchases over sales of odd lots is substantial. Nevertheless, it is certain that a constant dribble of investment holding comes into the market, swelling in volume with each unfavorable bit of news.

Wall Street was disturbed by a rumor that the Stock Exchange would fix minimum prices for securities. The rumor was suggested, of course, by the action of the Canadian exchanges, and otherwise it seemed to be without foundation. Officials of the board denied emphatically that any such action was contemplated. Nevertheless, the matter is being seriously discussed in the financial district. On the whole, opinion is decidedly against such action. While the fixing of minima would be justified in the event of a crisis, there seems to be no occasion for doing so as long as the market remains orderly. In the first place, it would necessitate the declaration of a moratorium on collateral loans, which the banks would hardly approve, and, in the second place, it would not prevent quotations from going lower. Minimum prices on the exchange would be just as much of a fiction as they were in 1914, when an outlaw market quickly sprang up in New Street.

There is nothing new in the statement that Stock Exchange officials have been "interrogated" of late several houses as to the source of their selling orders. For at least six weeks officials of the board have been investigating practically all important sales with a view to determining how much of the selling was really "bear raiding." The results have been astonishing in some cases. There have been occasions when practically every one in the Street was putting the blame for price declines on "bear raiding" when heavy selling of long stock was really causing the trouble. Instances of "bear raiding" have been discovered from time to time, and the raiders have been warned to stop. Some of them have heeded the warning. In any event, it would be absurd to resort to minimum prices to stop short selling, when a much simpler and far less drastic measure would be quite as effective. The governors of the exchange could prohibit the bor-

rowing and lending of stocks among its members, under heavy penalty.

## Our Foreign Trade

WASHINGTON, Oct. 31.—American exports in September totaled \$456,201,567, according to a statement issued today by the Bureau of Foreign and Domestic Commerce of the Department of Commerce. This is a decrease of approximately \$24,000,000 compared with August, but a gain of \$80,000,000 as compared with July. For the nine months ended with September the total exports were \$4,807,517,178, a gain of \$57,000,000 over the similar period in 1916.

Imports in September also fell off, the total being \$238,196,888, as compared with \$270,508,378 in August and \$241,171,252 in September, 1916. The imports of the nine months ended with September were \$2,282,794,403, a gain of \$450,000,000 over the corresponding nine months in 1916.

The imports of gold in September totaled \$4,171,252, the exports, \$31,332,396. For the nine months ended with September the imports of gold were \$28,332,442 and the exports \$348,968,514.

Imports of silver in September are announced as \$3,796,320, and the export as \$10,465,079. For the nine months period silver to the amount of \$33,050,102 was imported, while the exports totaled \$62,533,662.

## Railroad Earnings

The first of the important railroad operating statements for the month of September were issued yesterday, showing contrasting tendencies in the earnings. On the whole, however, the exhibit was unfavorable, the majority of the roads reporting substantial decreases in net earnings, compared with a year ago, despite large increases in gross revenues.

The Pennsylvania Railroad system on its lines east of Pittsburgh reported total operating revenue of \$30,521,712 in September, an increase of \$4,725,974 over a year ago. Total operating expenses increased \$4,812,922, to \$25,795,738. Net income amounted to \$7,454,411, an increase of \$413,359. On the Pennsylvania lines west of Pittsburgh, total revenues were \$14,102,280, an increase of \$8,092,280, to \$22,194,560. Net income was \$3,815,156, compared with September, 1916. In the nine months ended September 30 the Pennsylvania lines reported net income of \$27,977,719, a decrease of \$1,171,022 compared with the corresponding period of last year.

September gross revenues of the Norfolk & Western Railroad aggregated \$5,719,094, an increase of \$607,512 over a year ago. Net income after taxes totaled \$1,673,858, a decrease of \$138,798.

The Southern Pacific system reported total operating revenues of \$17,156,201, an increase of \$1,948,451. Operating expenses in September increased \$1,080,022 over a year ago. Taxes aggregated \$4,107,298, an increase of \$6,474,742, due principally to including in the accounts of September \$3,312,000 representing approximately nine-twelfths of the estimated taxes for the entire year of 1917 resulting from the war revenue act. Except for this large tax charge Southern Pacific's net in September would have shown an increase of \$706,500 compared with a year ago.

Gross revenues of the Chicago, Milwaukee & St. Paul in September amounted to \$10,382,216, an increase of \$437 compared with a year ago. Net income after taxes amounted to \$2,106,338, a decrease of \$1,420,999 compared with September last year.

Money rates underwent no important change in the local market yesterday, although the announcement that the so-called "money committee" appointed to see that all proper requirements were promptly met and at reasonable interest rates during the recent loan offering would be continued helped sentiment. Call money at the Stock Exchange was in fairly liberal supply at 4 per cent.

Fixed rate loans were in less demand, owing to the stock market liquidation, but as offerings continued light rates were not relaxed. On loans based on industrial securities brokers quoted 5 1/2 to 6 1/2 per cent yesterday for practically all maturities.

Ruling rates for money yesterday, compared with a year ago, were as follows:

	Yesterday	Year ago
Call money.....	4%	2 1/4%
Time money (mixed collateral):		
60 days.....	5 1/4 to 5 1/2%	3%
90 days.....	5 1/4 to 5 1/2%	3 1/4%
4 months.....	5 1/2 to 5 3/4%	3 1/2%
6 mos.....	5 1/2 to 5 3/4%	3 1/2 to 3 3/4%

Commercial Paper.—Rates remained unchanged at 5 1/2 to 6 1/4 per cent yesterday, with only a few institutions buying.

Official rates of discount for each of the twelve Federal districts are as follows:

	Over 150 days	Over 180 days	Over 300 days	Over 600 days
Boston.....	3 1/2	4	4	4
New York.....	3 1/2	4	4	4
Philadelphia.....	3 1/2	4	4	4
Cleveland.....	3 1/2	4	4	4 1/2
Richmond.....	3 1/2	4	4	4 1/2
Chicago.....	3 1/2	4	4	4 1/2
St. Louis.....	3 1/2	4	4	4 1/2
Kansas City.....	3 1/2	4	4	4 1/2
Dallas.....	3 1/2	4	4	4 1/2
San Francisco.....	3 1/2	4	4	4 1/2

Bank Clearings.—The day's clearings at New York and other cities:

	Exchanges	Balances
New York.....	\$693,345,177	\$1,497,985
Baltimore.....	7,872,790	1,191,357
Boston.....	66,828,221	15,744,990
Chicago.....	80,811,648	4,384,756
Philadelphia.....	59,331,272	10,959,918
St. Louis.....	25,540,520	5,871,408

Sub-Treasury.—New York banks lost to the Sub-Treasury \$41,000.

Gold Currents.—Imports of gold into the United States in September, according to the Department of Com-

mmerce at Washington, aggregated \$4,171,252. Gold exports totaled \$31,332,396. A large part of the gold shipped out of the country was exported prior to the embargo which became effective September 10.

Silver.—Bars in London, 45 1/2, down 1/4; New York, 90 1/2, a decrease of 1/2; Mexican dollars, unchanged.

## The Dollar in Foreign Exchange

Italian exchange underwent slight improvement yesterday following announcement that the United States government had advanced \$230,000,000 to the credit of the Italian government. Scandinavian and Dutch rates were firm. The rest of the market was dull.

Closing rates yesterday, compared with a week ago, are given in the table below. American bankers have suspended all dealings in German and Austrian exchange, so that daily quotations for either marks or kronen are no longer available.

(Quoted dollars to the pound.)

	Yesterday	Week ago
Sterling, demand.....	\$4.75 1/2	\$4.75 1/2
Sterling, sixty days.....	4.71 1/2	4.71 1/2
Sterling, ninety days.....	4.69 1/2	4.69 1/2

(Quoted units to the dollar.)

	Yesterday	Week ago
Francs, demand.....	5.78	5.78
Francs, cables.....	5.74	5.74
Liab. cables.....	7.95	7.85
Liab. cables.....	7.94	7.84
Swiss, checks.....	4.52	4.52
Swiss, cables.....	4.50	4.57

(Quoted cents to the unit.)

	Yesterday	Week ago
Gulden, demand.....	45 1/2	42 3/4
Gulden, cables.....	46	43
Rubles, cables.....	13.75	13.70
Stockholm, kr., checks.....	42.25	38.25
Copenhagen, kr., checks.....	35.75	32.25
Copenhagen, checks.....	23.60	23.35

Below is given the current exchange value of foreign money in dollars and cents, together with the intrinsic gold parity, as calculated by the United States Mint:

	Current value	Intrinsic value
Pounds, sterling.....	\$4.75 1/2	\$4.86 1/2
Francs.....	0.17 1/4	0.19 3/4
Gulden.....	0.45 1/2	0.40 1/2
Rubles.....	0.13 1/2	0.51 1/2
Lire, checks.....	0.12 1/2	0.19 3/4
Crown (Denmark).....	0.35 1/2	0.26 1/2
Crown (Sweden).....	0.42 1/2	0.26 1/2

The above rates express the cost of foreign money in terms of the American dollar. You buy an English pound sterling at \$4.75 1/2. The intrinsic parity is \$4.86 1/2 per pound. Thus, you say either that pounds are at a discount or that dollars are at a premium, which is owing to the fact that in England the demand for dollars with which to settle accounts in this country is greater than the demand in this country for pounds with which to settle accounts in England.

## Oscar Cooper Heads N. Y. County Bank

Control of Institution, Founded in 1855, Passes to Leland Estate

Oscar Cooper, who has been connected with the new business department of the Guaranty Trust Company, was yesterday elected president of the New York County National Bank. This office has been vacant since the death of the former president, Francis L. Leland. It is understood that with the election of Mr. Cooper control of the bank has passed to the Leland estate.

Since he was graduated from Harvard University in 1899, Mr. Cooper has spent the greater part of his time practicing law in San Francisco. About a year ago he came to the Guaranty Trust Company and for a time represented them in California.

The New York County National Bank is one of the oldest banks in the city, having been incorporated in 1855. It has deposits of approximately \$10,000,000, capital of \$500,000 and surplus and undivided profits of \$1,500,000.

## The State of Trade

Retail trade is very good because all classes have money and are spending freely. The public has not yet paid heed to appeals to reduce consumption. The railroads are becoming congested with freight, though they are making more than ever before, which proves the activity of general trade. Banks have increased their loans and discounts without difficulty to finance this commercial activity. In a few instances manufacturers complain of shortage of raw and semi-finished materials.—The American Exchange National Bank.

## Copper on Farmers' Needs

WASHINGTON, Oct. 31.—Members of the special committee on legislation of the Farm Mortgage Bankers' Association, representing holders of approximately \$1,000,000,000 in mortgages on American farms, conferred today with the Federal Farm Loan Board to discuss methods by which the private bankers may cooperate with the Federal Loan banks in meeting the farmers' needs. Another conference will be held Friday.

## Significant Relations

Money and Prices:  
Stock of money gold in the country..... \$3,060,991,378  
Sept. 1, 1917..... \$2,548,241,473  
Sept. 1, 1916..... \$2,548,241,473

Loans of all national banks..... \$9,055,000,000  
Their surplus reserve..... \$7,593,000,000  
Not available..... \$91,000,000

Bills discounted and bought by Federal Reserve Banks..... \$574,684,000  
Federal Reserve notes in circulation..... \$47,506,000  
Total gold reserve..... \$1,503,436,000

Average price of 15 railroad stocks..... 93.69  
Average price of 12 industrial stocks..... 81.56  
Food cost of living (Annals index number)..... 277.481

Production:  
Unfilled U. S. Steel orders, tons..... 9,833,477  
Pig iron (daily average), tons..... 104,465  
Active cotton spindles..... 33,555,698

Wheat crop, bushels..... 629,800,000  
Corn crop, bushels..... 3,592,800,000  
Cotton crop, bales..... 12,499,000

Distribution:  
Net unfilled freight car requirements..... 70,380  
Gross railroad earnings..... 104,465

Commercial failures..... 963  
Gold held by Reserve agents against circulation included in general fund beginning June 23, 1917. For purposes of comparison it is included in the 1916 figures.

## Stock Exchange Dealings Under Close Scrutiny

Minimum Prices Are Not Contemplated, Officials Declare

The Dow Jones & Co. news ticker yesterday printed the following: "New York Stock Exchange authorities have interrogated of late several houses as to the source of their selling orders. Any stock market raiding or extended short selling will be dealt with, and, if necessary, minimum prices may be resorted to, as on Canadian and European exchanges. The Stock Exchange authorities are watching the situation closely."

Governors of the Stock Exchange who were questioned yesterday regarding the possibility of fixing minimum prices in order to check the decline in market prices denied with emphasis the suggestion that such a thing had even been considered.

Operations Carefully Watched  
One governor branded the spreading reports of the character as a "suspense of the pro-German propaganda. Another went so far as to attribute the suggestion of minimum prices as having originated with big bear operators."

Stock Exchange authorities admitted, however, that they were carefully watching all operations that savored of professional short selling on a large scale. In fact, for several weeks now stop operations of this character. Such efforts, officials of the exchange have asserted on various occasions of late, have been inevitable.

Bankers Want Open Market  
In important banking circles the opinion was expressed yesterday that it would be unwise at this time to fix minimum prices on securities. It was pointed out that this would be tantamount to declaring a moratorium on Stock Exchange loans. Bankers held that a free and open market should be maintained just as long as trading proceeded in an orderly manner. The adjustment of prices is inevitable, it was asserted, as industry and finance feel the effects of the war.

Dealings on the Stock Exchange yesterday exceeded a million shares. The total was 1,044,000 shares. Stocks broke sharply for a time under pressure of heavy selling. Steel common fell to 99 1/2, equalling the low made early last month. Other representative stocks lost 2 and 3 points and more, after which prices rallied. Steel recovered to a close of 100 1/4, with a total turnover of 365,000 shares.

## Automobile Sales Show Big Gain

Chevrolet Motor Company Disposes of 95,084 Cars in Nine Months

A statement issued yesterday by W. C. Durant, president of the Chevrolet Motor Company, said that operations of the corporation for the nine months ended September 30 "have been most satisfactory." Sales to October 1, according to the president, showed an increase of 57 per cent over the corresponding period of 1916.

The figures disclosed by Mr. Durant showed that 95,084 cars had in the first nine months of the current year, with a cash value of \$46,178,325. In the corresponding period of 1916 61,070 cars were sold, of a cash value of \$24,702,720.

The General Motors Corporation, controlling interest in which is owned by the Chevrolet company, reports a total of 32,563 cars and trucks sold in the two months ended September 30, compared with 24,336 in the corresponding period of 1916. Net sales aggregated \$3,168,000, compared with \$2,149,000 a year ago; undivided profits, \$6,371,000, against \$4,731,475 in August and September of 1916.

Cash in bank and in right drafts, with documents attached, on October 23 amounted to approximately \$21,600,000, according to Mr. Durant's statement.

## Northwest Roads to Ask Rate Increase

ST. PAUL, Oct. 31.—Transcontinental railroads centering in St. Paul are soon to ask for an increase in freight rates, it was said today.

W. P. Kenney, vice-president of the Great Northern, in charge of traffic, said the roads were facing the same situation that prevails in all business days—rapidly increasing cost of labor and materials.

A call for a conference to decide on the request is expected soon.

## Connecticut Brass Plants Are Merged

New Concern To Be Capitalized for \$3,000,000—To Issue Notes

The Connecticut Brass Corporation and the Pilling Brass Company, it was announced yesterday, have been merged into one concern to be known as the Connecticut Brass and Manufacturing Corporation. The new company will be capitalized with \$3,000,000 8 per cent first preferred stock, \$100,000 8 per cent second preferred, both \$100 par value, and \$2,000,000 common stock of \$10 par.

None of the first preferred is to be outstanding, according to the company's announcement, and will be held in reserve for the conversion of \$800,000 two-year 6 per cent notes, which are to be issued.

The Connecticut Brass Corporation was formed last year by John E. Liggett, of Liggett & Drexel, to take over an industry which had been in operation at West Cheshire, Conn., for sixty years. The Pilling Brass Company has its plant at Waterbury. The plant at West Cheshire manufactures heavy coarse brass, while the plant at Waterbury is the largest manufacturer in the country of thin-rolled brass.

Two companies have a combined smelting capacity of 2,500,000 pounds of finished brass.

Consolidated earnings for the year ended September 30 showed gross of \$302,431, operating expenses of \$24,963,016, and net earnings of \$579,414.

## Relevant Facts

November Disbursements.—Dividend and interest disbursements this month will aggregate \$172,678,663, according to the compilation of "The Journal of Commerce." This will compare with \$161,955,000 in November, 1916. One hundred and thirty-six corporations will distribute among stockholders the sum of \$65,508,000, a decrease of \$1,146,000 from a year ago. The returns are featured by fewer large and extra disbursements than in November of last year. Interest payments will approximate \$103,170,000, against \$91,200,000 a year ago. The large increase is due to the fact that interest is due today on the \$300,000,000 United Kingdom of Great Britain and Ireland 5 1/2 per cent secured gold notes, and also on the \$12,000,000 City of Lyons 6 per cent notes and the \$12,000,000 City of Mar-seilles 6 per cent notes.

October Financing.—With the United States government monopolizing the capital market with the second Liberty Loan offering, the output of bonds, notes and stocks by American corporations in October totaled only \$49,205,000, compared with \$110,000,000 a year ago. The following table shows the total of new issues in October and the total in months, compared with a year ago:

	October	1916
Railroads.....	\$9,265,000	\$17,284,700
Tractions.....	300,000	33,956,500
Pub. utilities.....	9,100,000	9,998,300
M/T'g co's.....	3,250,000	14,150,000
Iron & stl.....	400,000	400,000
Textiles.....	18,054,000	23,060,200
Miscellaneous.....		